THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, DECEMBER 9, 1904. NO. 16.

BEST EQUIPMENT.
BEST DELIVERY.

BEST TREATMENT.
BEST CANS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

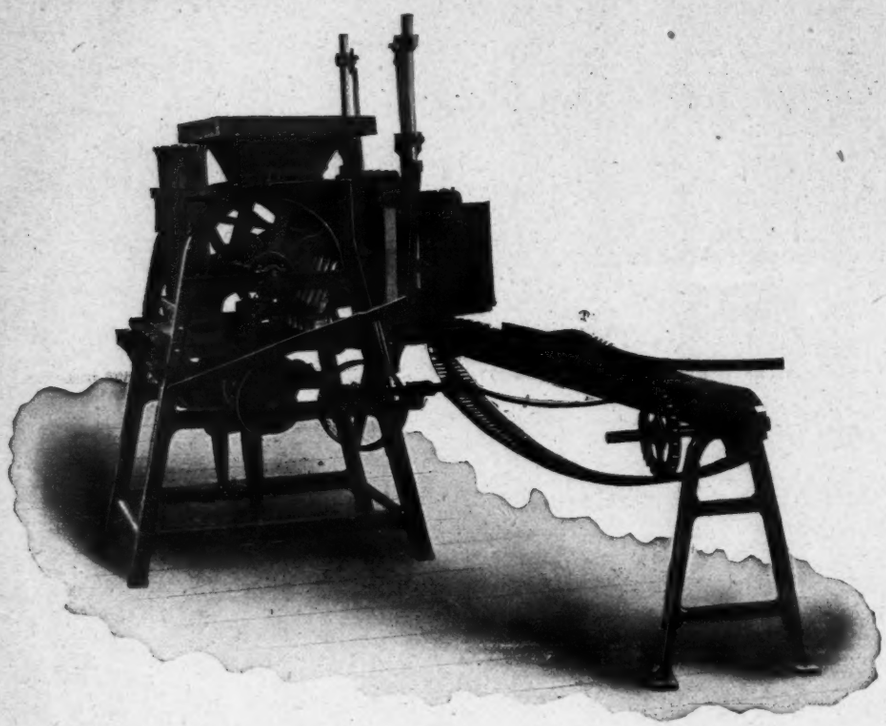
BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

THE NEW 1904 BUCKLIN PEA FILLER AND BRINER.



Stittville, N. Y., Sept. 8, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.

Gentlemen—The new Bucklin Pea Filler is a daisy, in fact we believe it to be the best pea filler and briner on the market today, and no doubt when the pea canners "catch on" you will have lots of orders. We did not have a moment's trouble with it—it worked beautifully all through the season and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) The Stittville Canning Co.
Per D. B. Simmons.

Freehold, N. J., Oct. 28, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.,

Gentlemen—Yours of October 26th is received. Referring to the improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly; the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams—altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins capper. I shall equip my entire plant with them another year. Yours truly,

(Signed) Jos. Brakeley.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

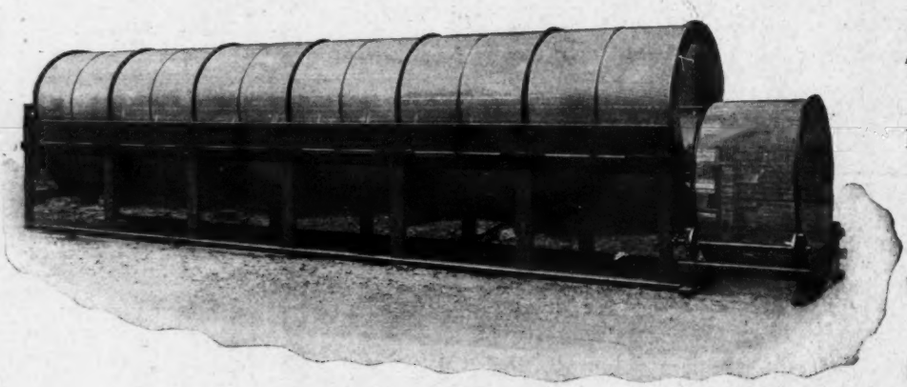
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

THE SINCLAIR-SCOTT CO.,

WELLS AND PATAPSCO STREETS,

BALTIMORE, MD.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

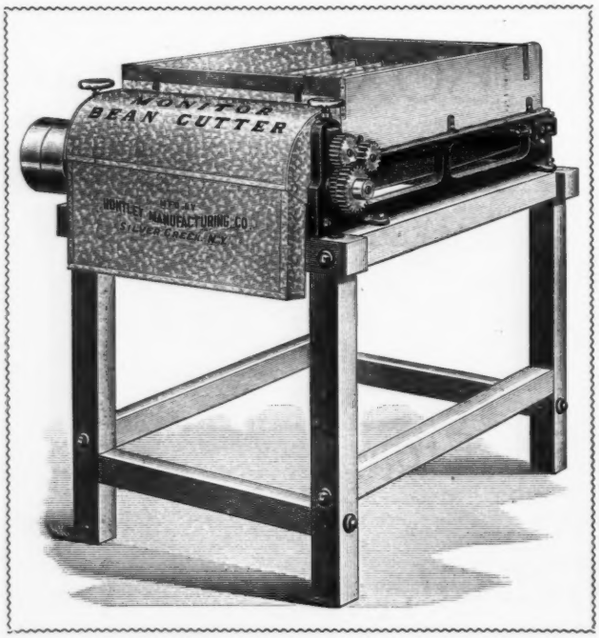
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

L & J. A. STEWARD,

Rutland, Vermont.

The Monitor String Bean Cutter.



makes money for the Canner by cutting beans to absolutely uniform and commercially perfect lengths.

It has a practically unlimited capacity and will last a life time.

The complete Monitor Canner's Line includes
GREEN PEA GRADERS,
STRING BEAN GRADERS
AND BEAN CUTTERS.

Every machine is guaranteed and sold subject to a 30 days' free trial. Write for catalogue, look it over and get in shape for next season.

Cortland, N. Y., Dec. 14.
Gentlemen—
We have used the Monitor Bean Grader and Cutter the past season, both machines did satisfactory work. They are the best we have ever used both in quality and quantity of work. Yours very truly,
YAGER & HALSTEAD.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

Second Hand Machinery For Sale.

1 2-H.P. Backus Gas Engine.
1 2-H.P. Otto Gas Engine, Electric.
1 3½-H.P. Otto Gasoline Engine, Electric.
1 7-H.P. Olin Gas Engine. Electric.
1 9-H.P. W. & M. Gas Engine, Electric.
2 12-H.P. W. & M. Gas Engine, Tubes.
1 12-H.P. Otto Gas Engine, Electric.
1 14-H.P. Otto Gas Engine, Electric.
1 20-H.P. Otto Gas Engine, Electric.
1 5-H.P. Otto Gas Engine.
1 6-H.P. Otto Slide Valve.
7 No. 4 Treadle Presses.
2 No. 3 Treadle Presses.
6 Squaring Mgchines.
3 Drop Solder Cutters.
3 Screw Presses.

1 24 x 10 Clutch Pulley.
1 36 inch Exhaust Fan.
1 18 inch Swing New Haven Lathe.
1 13 inch Swing Pratt & Whitney Lathe.
1 Drill Press.
1 Emery Grinder with Stand and Counter Shaft.
1 Emery Grinder.
1 Air Pump.
1 6 x 4 x 6 Snow Steam Pump.
1 4½ x 2¾ x 4 Snow Steam Pump.
1 Small Blake Steam Pump.
2 Mitchell Power Presses.
2 Mitchell Can Floaters, complete.
1 Cameron Body maker, complete.
1 Lever Press or Punch, with deep throat.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

PINEAPPLE MACHINERY

Built By

E. J. LEWIS, - - - Middleport, N. Y.

This is a SAMPLE of the duplicate orders we receive.

Via Commercial Pacific,
Honolulu, Feb., 3, 1904.

Lewis,
Middleport, N. Y.

Make four peelers like previous order, letter follows.

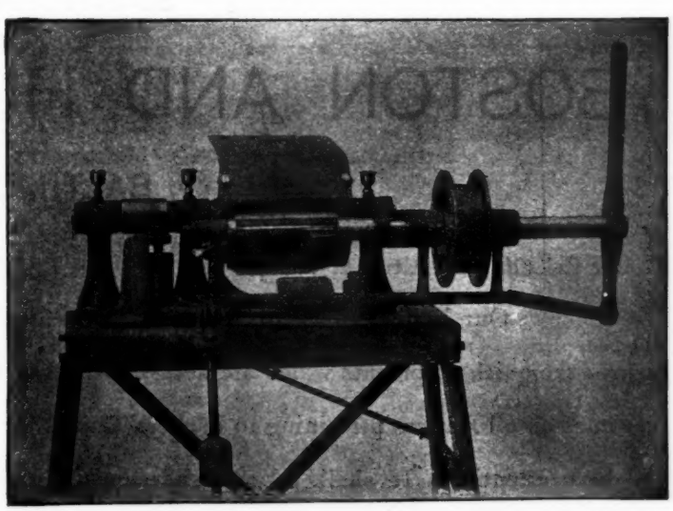
Hawaiian Pine Apple Co.

We also build the best line of

Can Making Machinery,

that is on the market. Capacity 12,000 in ten hours.

We also build String Bean Cutters. Write for Prices.



Pineapple Peeling Machine.

Patented Nov., 14th, 1893

Capacity 4,000 to 5,000 in 10 Hours.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, DECEMBER 9, 1904.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The only interesting matter for canned goods packers at present lies in the material metal outlook. And just at present this appears to be very interesting. Its sources of production and consumption are so widely separated that they pretty nearly cover the whole world, and the telegraph is kept busy from day to day keeping the market correctly informed of the supply and demand. Tin has been in an abnormal condition for pretty nearly the past whole year but a sufficient supply has always been at hand to keep prices nearly at normal values. But when tin from the Straits of Malaca and the Island of Banca has to go to England before it comes to America for consumption the truth of our statement becomes very evident.

Moreover British-Chinese interests in Hongkong hold a heavy hand on the supply of the Malay Archipelago, and the American foot in the Philippines has not so far disorganized this power.

The latest news, however, respecting a probable rebellion in China against the prevailing dynasty gives credence to the statement that in a little while all Chinese interests will be demoralized and no one can tell what the outcome will be. In the case of such demoralization the British-Chinese tin interests might find it profitable to operate through the American Philippines and America's luck might yet put her into control of the tin producing interests of that far western section.

But the quiet developments at home are of as much or more interest as the complications abroad. During the past year various changes have occurred in the congenial trusts connected with the tin plate business. The steel trust has had some changes, which in turn have affected the steel plate industry, which directly affects the Ameircan Tin Plate Company and these variations finally resulted in a change which directly concerned the great American Can Company.

Commercial information comes to hand just at present that the independent can companies declare they cannot make cans with any profit at the new price scale of tin plate recently adopted. According to the *American Metal Market,* some of these independent concerns laid in a considerable supply of plate under the old scale of prices, which is about 15c. lower than the new

scale, but this of course will not last them long and the outlook therefore for the can question in 1905 is one of considerable interest.

In respect to tin plate buyers are anxious to place orders, but the mills have all they can do with the orders booked ahead and they decline to add further orders at present prices. Naturally the great canners will be compelled to steadily watch the can market, for the situation that has prevailed in it is reversing and the situation of the independent companies may actually compell an advance in prices instead of a reduction. For these reasons it is that we say the material metal interests are of more important at present than most anything else.

This is the season of the year, from now till the first of January, when the canned goods market is not expected to vary to any extent on vegetabless. At this time of the year fruits, especially small fruits, some time take an advance; but that condition appears to have been discounted as much as two months ago and the market now rules without change.

It is now well known that the 1904 crop of apples has been a fair average one in size, and whilst the winter packer of canned apples will probably be kept busy the barrel stock will come into competition with them more or less all the year.

Of other large fruits peaches show no change except a slight weakness in No. 3 unpeeled pies, which are 2½c. lower than last week, and are held at 75c. The rest of the schedule for peaches maintains its hold firmly as in this holiday season the better quality of peaches as well as other fruit is most in demand.

The same thing applies to pineapples, only grated gallon pineapples in water are advanced 10c. per dozen and quoted at $2.10, about the same quotation as in syrup. This is partly accounted for by the fact that they are nearly out of stock and in fact the supply of pineapple for the season is considerably reduced below what it usually is for this time of the year. Beyond this there are no variations in pineapple quotations in tin, values holding at the figures we gave last week.

We have again to report a slight decline in the quotations of cove oysters, amounting from 2½ to 5c. per dozen, according to sizes; 5 oz. standards are quoted at 85c. for both regular and tall cans; 10 oz. at $1.55; they were $1.60 last week, and 8 oz. at $1.40, a drop of 5c. from previous quotations.

In the staple articles of canned goods other than these, brokers report no change whatever. In standard corn, Maryland sugar corn, Harford County style, is ruling at 60c.; Maryland dry packed at 75c. and extra at 85c.; New York quotes State corn at 85 to 90c. for standard, and $1.05 to $1.10 for extras. Maine corn is out of quotation in New York. Some orders are being placed for future corn and there is a disposition among large buyers to get in their orders for Maine corn as early as possible because the Maine pack of 1904 is almost entirely absorbed already.

Tomatoes in this market are somewhat fluctuating; some brokers quoting a shading of prices in No. 3 tomatoes and in No. 3 seconds and gallons. The market in general runs at about 62½ to 65c. cash for standards, and 67½ to 70c. regular. Extra tall cans are quoted at 95c., seconds No. 3 at 62½c., and gallons at $1.90.

The market for tomatoes will rule quiet until about February, but the holdings in the West are sufficient to focus the eyes of all buyers on Baltimore in respect to the tomato market.

During the holiday season that is now before us the attention of purveyors both wholesale and retail will be given to articles of food that are peculiar to the season and in a large measure canned goods take a secondary place at this time of the year.

We have given the main points in respect to canner's metals and cans and for quotations we refer readers to our regular page of metals.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Retailers are doing a liberal business in all lines but wholesalers say that trade is seasonably dull. Almost no buying is reported from first hands. Jobbers are approaching the season of stock-taking and are not disposed to make large purchases, consequently sales are limited to actual requirements. Developments in the wholesale trade are not especially interesting, nor will they be until after the close of the year. It appears from what can be learned that retailers are not carrying particularly large stocks, consequently spring demand will stimulate buying in all positions and a much more active trade can be expected.

Tomatoes.—The market is kept in an unsettled condition by the offering of standard Maryland 3s at low prices whose financial situation compels them to change their goods into cash at the earliest possible moment. The encouraging feature of this is that these offerings are less than they were and they are likely to cease altogether by the close of the year. Considerable business has been done in car lots recently on the basis of 62½c., f. o. b. country, and 66½c. delivered New York. These purchases appear to have been entirely against current requirements. No speculative buying is reported, nor does there appear to be any buying for later selling. Some holders are asking and obtaining 70c., but the question of actual quality is no uncertainty in those instances. All buyers know they are the best goods obtainable.

Corn.—Maine and New York state, fancy brands, are scarce, but there is so little inquiry that the scarcity is of no consequence. Some rejections of New York state packing are offered on the spot at 75c., and there is a little good standard which could be picked up at 82½ to 85c. Western and Southern brands are not wanted at any price. Iowa futures are offered at 62½c. without attracting attention. Some New York state futures have been offered at 65 to 67½c., but no one bought. Southern future sales have not been sufficient to establish any price standard. Some was offered at 65c. but it could not be learned that any was bought.

Peas.—The market is dull, wtih sales limited to actual needs. Possibly a firm offer would bring out some business, but under present conditions the situation is not encouraging.

String Beans.—No interest is shown beyond the attempt of some holders of Southern stock to clear up their stocks by special offers before the close of the year. Good 2s are held at 52½c., and 50c. would buy.

Lima Beans.—Scarcity holds the market firm, with a sharp upward tendency on favorite brands. New York 2s are held up to $1.25 and many holders ask $1.60 for New Jerseys.

Peaches.—A good outlet is noted for all California goods. Almost nothing is offered from first hands. Baltimore varieties are firmer. Stocks are reported running low. Buying is limited to actual requirements.

Pears.—An increased demand for state pears is reported, but sales are principally in small quantities.

Apples.—New York state gallons are firmer, with no higher grades obtainable under $1.85; but this price gives the packer no profit.

Pineapple.—Baltimore packing is quiet and steady, without much indication of increased movement. Singapore is higher abroad on increased buying by London. No advance has been reported here.

Salmon.—A good business is reported in spot salmon, but

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American
Can
Company,
CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

it is entirely in small orders. Red Alaska, which composes the bulk of the spot supply, is selling at $1.20 to $1.23½ as to brand with some outside brands due about January 15 offered at $1.17½. Columbia river chinooks and sockeyes are cleared from first hands. Pink is jobbing at 82½ to 85c. as to quantity. The Japanese government is expected to take the entire coast supply, about 40,000 cases. Leading salmon interests predict an exceptionally good season next year, and notwithstanding the failures of the past few years, are preparing for next year's business upon as large a scale as ever.

Sardines.—The season on the Maine coast closed by legal limitation December 1. The total pack is reported at 1,500,000 cases, the largest ever known. The largest previous pack was 1,400,000 cases. No change in the market is reported. French are scarce and the market is firm. Importers complain of delay from the holding arrivals for inspection by the government experts.

Lobster.—Supplies are scarce, the market is firm and demand is increasing. HUDSON.

A Green Corn Husker.

Mr. J. W. Carnochan, who for the past 16 years has been in the employ of the Huntley Manufacturing Co., Silver Creek, N. Y., is now with the S. Howes Company, "Eureka" Works, Silver Creek, N. Y., in the capacity of expert and designer of canning machinery. Mr. Carnochan's wide range of experience fits him admirably for his new position, and we can bespeak success for him.

Since entering the employ of the S. Howes Company, Mr. Carnochan has brought out a number of new machines which cannot fail to interest prospective buyers at the coming convention, and we would certainly recommend all canners to call and inspect the large exhibit which they have arranged for, and among which will be found Pea Graders and Cleaners, String Bean Graders and Cutters,, Pea Blanchers, Apple, Bean and Berry Fillers, Exhaust Boxes, Pickling Tables, and last but not least, the "Eureka" Green Corn Husker. Embodied in these machines will be found all the most modern ideas, whilst special attention will be given to construction. The S. Howes Company are specially favored in this respect, as they operate one of the largest works in the country, with every facility for manufacturing economically and with despatch.

Sardine Pack.

The Maine sardine season which closed December 1st by State law, was one of the most successful in many years, the total pack being about 1,500,000 cases, of all sizes. The best previous pack was 1,400,000 cases.

When the season opened in the spring the market was comparatively bare, so that this season's output went directly to the trade and only a normal amount remains on hand to meet the winter and spring demand.

The success of the season has given a considerable impetus to the business and arrangements have already been made for the erection of additional plants.

The Salvation Army Xmas Dinner.

In every large city, and probably in the small ones also, at this season of the year may be seen the members of the great Salvation Army soliciting alms to feed the poor on Christmas Day. The happiness which they dispense is probably greater than that enjoyed in other and better sections of the city, because to those who are benefited by this good work happy days and pleasant moments are rare. Remembering this, that it is the poor who are benefited, all should lend a hand in the good work. Ganned goods packers have it in their power to add to this happiness by sending an odd case of canned goods, fruits or vegetables, to the headquarters of the Army.

FOR SALE.

Limited quantity Canner's varieties Pea Seed in excess of our coming season's wants. Admirals, Horsford's Market Garden, Advancer and Heroes. All Michigan and Wisconsin grown. Grown especially for us from selected stock, roughed, screened and hand picked. ERIE PRESERVING CO.,

Buffalo, N. Y.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

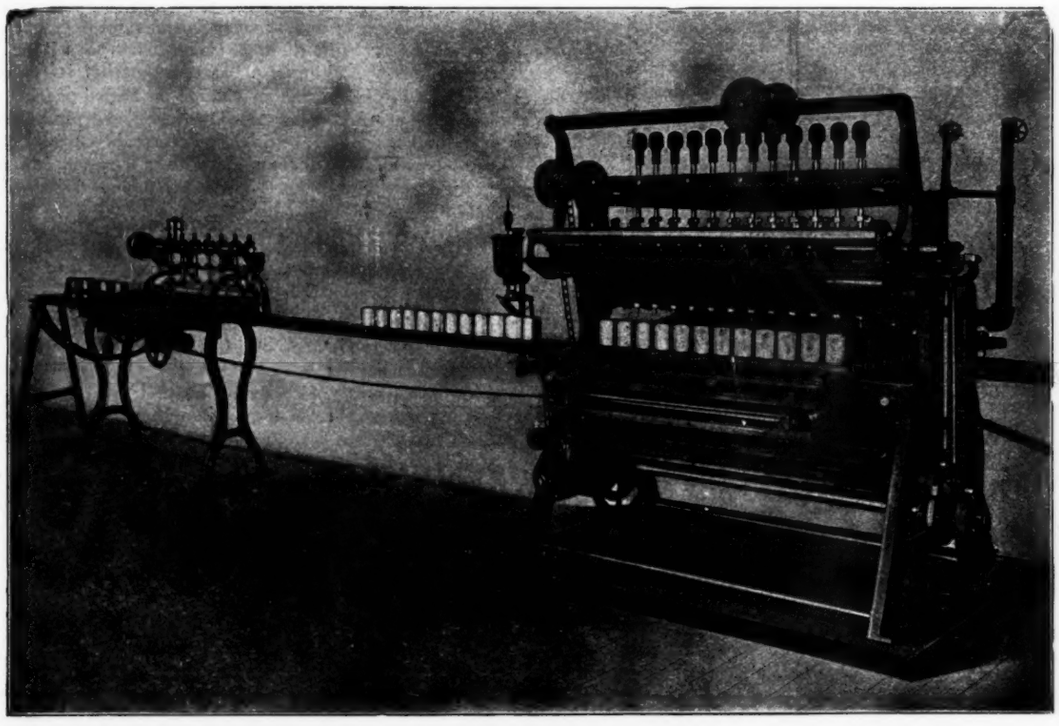
L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

There are OTHERS who have tried every make of Capping Machine and have finally settled on using the BEST—



Continuous Automatic

TRIUMPH CAPPING MACHINE.

Edgar, Neb., Nov. 12, 1904.

Remington Machine Co.,
Wilmington, Del.

Gentlemen :

We installed your Triumph Trayless Capper this season. It arrived O. K., and we set it up without any expert and it started off and did good work right from the start. We find it has the most positive action and at the same time the smoothest and steadiest moving device for conveying cans to and from the steels, of any capping machine we ever saw in action.

It is built strong and durable and we consider it far superior to any other capping machine.

Yours truly,
THE EDGAR CANNING CO.,
J. W. Watson, Supt.

Camden, N. J., Sept. 22, 1904.

Remington Machine Co., Wilmington, Del.

Gentlemen—Replying to your letter of Sept. 17th asking us to express our views as to the results obtained from the use of the two capping machines you built for us recently, would say that they have proven very satisfactory.

We, of course, have only used them on No. 1 cans with 1½ in. opening. Both machines were kept moving constantly for about five weeks on tomato soup, one capping at the rate of 72,000 per day of 10 hours with the result of about 7 cans to the hundred requiring touching up; the other machine running at a speed of 96,000 cans per day of 10 hours, resulting in about 15 cans to the hundred to be repaired. Any further information on the subject we will gladly supply. Yours truly,

JOSEPH CAMPBELL PRESERVE CO.,
Arthur Dorrance, Prest.

Remington Machine Co.,

J. M. COLBERT,
Sales Agent.

Wilmington, Del.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The market for tomatoes is unchanged. There is still desultory talk about the proposed syndicate to control the tomato pack, but it appears to belong to the "hot air" variety, and the price during the remainder of the season is likely to be governed only by contingencies of supply and demand as heretofore. Today the holders of tomatoes are waiting for the revival of demand which they hope the turn of the year will bring. There is still weakness in the Maryland district, whever there are canners in need of the cash. Sales have bee made at 60 1-2c. for No. 3 Standard Maryland Tomatoes f. o. b., but Baltimore quotes 62 1-2c. f. o. b. Corn is quiet, and some Western goods are offered freely. Peas are dull and easy on the lower grades. String beans are ditto. Lima beans are held firmly, as the supply is limited. Southern pears are easier. Peaches are quiet, but firm. Apricots are in some request. Salmon is firm, without much movement. As the "Oregonian's" cargo of red salmon was mostly sold to arrive, there is no pressure of supplies nor change of prices.

—*Merchant's Review.*

Chicago.

Practically unchanged conditions exist in the canned goods market, both East and West. Reports from the East, particularly around Baltimore, indicate a belief in a better market to rule on tomatoes, although the advance hasn't come as yet. Prices in the Chicago market are steady. Canned corn is unchanged either for spot or futures, which the packers are now offering to the wholesale trade at prices under last year's opening. Peas are moving steadily at a fair rate. Quotations are unchanged. Fruits are strong, owing to supplies in packers' hands being very small for this time of year. California canners report stocks of canned fruits "badly broken," which means that they have no large stocks of any one variety. Demand continues good. Apples are slow, but prices are without change. Quotations on salmon are very firm, promising to advance by spring, and Columbia river fish and Puget Sound sockeyes are firm and scarce on the Pacific coast. Sardines are unchanged. Lobsters are firm, owing to prevailing scarcity.—*Grocers' Criterion.*

Philadelphia.

There is practically no tomato market, owing to the lack of demand. Prices are unchanged and will remain so for propably a month to come. Peas are unchanged. There is a demand for cheap peas, and some little demand for better grades. Prices throughout are unchanged. Corn is unchanged, and in no special demand. Some little whole grain and shoepeg corn is wanted, but the demand for corn is slim. Still, there is no pressure to sell on anybody's part. Peaches show nothing new, and the market is rather quiet. There will probably be no further change on peeled peaches, since the stock is about out of first hands. Thre are some pie peaches about, however, and they may be higher before the season ends. California canned goods are unchanged, with a constant advancing tendency on the few lemon clings that are available.—*Grocery World.*

Boston.

There is nothing new to say along general lines, and there will not be, before the first of the year.

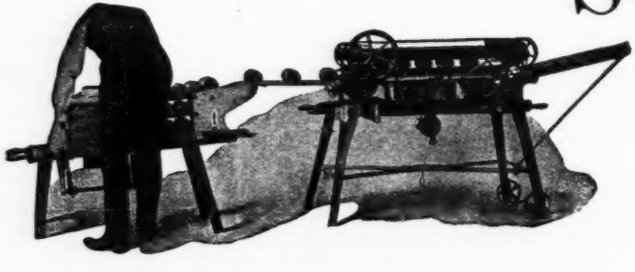
Sardines are unchanged, at steady prices.—*New England Grocer.*

Toronto, Can.

Canned goods are not so active as they were a few weeks ago, the market having settled down and the requirements of the retail trade being pretty well met. There is still a scarcity of tomatoes, and importations from the United States continue on a small scale. American brands, however, are not up to the standard of domestic canned vegetables.

There is not such a scarcity of corn as was at first anticipated, and it is now thought there will be ample to last until the canning season of 1905. A considerable range of prices rules in corn, namely, from $1.10 to $1.20. Canned fruits are quiet as well as canned salmon. Supplies of the latter are coming from the Coast only in sufficient quantities to supply the immediate requirements of the trade on account of the high prices. There is still sockeye salmon to be had, notwithstanding the fact that several of the more popular brands are exhausted, for instance "Oweekayno" sockeye salmon has

KNAPP *Labelers and Boxers* are *STANDARD* *throughout the World.*



Now is a good time to learn for yourself all about these machines before the season begins. You will find them reliable, dependable and practical. Each machine guaranteed to do good work. It is easy to get shipments out promptly with a "Knapp" outfit. Hundreds of satisfied users speak in the highest terms of the "Knapp."

One of our largest packers, who used these machines for the first time this season, says: "I made a mistake in not ordering them earlier."

Write us today.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

VIRGINIA CAN COMPANY

MANUFACTURERS OF

Packers' Cans

Capacity:

130,000 Cans per day of ten hours.

OUR RECORD IS:

"We Have Never Had a Complaint."

Correspondence Solicited.

Virginia Can Company,

Buchanan, Virginia.

not as yet arrived on the Eastern markets. Other varieties of canned fish are scarce, particularly kippered herring, and it is reported that the quality is not up to last year's average.

Montreal, Can.

A general firmness has characterized the canned goods market. Salmon continues firm, and sellers are not numerous for finest quality. Spot stocks are light and limited. Holders of fine grades of Alaska fish are carrying their stocks until the new year, rather than attempt forcing business at present. Prices for lobsters are slightly firmer, although they are not selling freely. The one-pound tall tins are practically out of the market, and buyers are turning their attention to the three-pound tall tins. Canned meats are slightly easier in price. The demand for canned fruits is not so good. Prices are unchanged.—*Canadian Grocer.*

London, England.

Salmon—Business continues quiet, both in Fraser River and Alaska salmon, and the first-named is unchanged, although Alaska is slightly easier on the spot.

Lobsters are without alteration.

Sardines—The transactions during the week have been of moderate dimensions, but prices rule very firm. The "Lusitania" has brought 529 cases, and the "Navarre" to Liverpool 1,166 cases.

Meats—There is a fairly good trade doing for the season of the year, and prices remain unaltered. Good quality rabbits are very firm, and are moving off fairly well.

Fruits—There is no fresh feature to report in this market. There is a fair business passing in pines, considering the time of the year, at firm rates.

Liverpool, England.

The demand for salmon is quite normal for the time of year, with more particular attention being paid to half-pound flat tins of choice quality. Sales are good for spot and to arrive.

Lobsters—A little more inquiry. Prices well maintained.

Fruits continue quiet. Pineapples steady.

Tomatoes dull.

Rabbits—There is much more inquiry, and the trade is rapidly spreading out into some dimensions.

Meats continue good. Sixes boiled mutton especially strong.

—*Grocers' Gazette.*

Gallon Apples.

Henry Goldberg has recently returned from a trip through the apple packing sections of New York and other states. He says that predictions made some time ago will be verified. Many packers have made no preparations to do any canning, the low prices discouraging all attempts to do business.

It would appear, according to Mr. Goldberg, that the price of apples now is much below what it will be later. This shortage, he says, will be felt when buyers begin to take hold. At present they are all apathetic and few realize what it means to have no canning done.

The total pack will not reach fifty per cent of a normal output. The abundance of fresh fruit has reacted against canners by forcing prices below actual cost of packing. They are now below the point which allows the packer profit.

Very many consumers will regret this before spring. Canned apples are really becomng a popular fruit, but prices have been kept down by dfferent causes and this has worked to prevent packing operations. The result will not be long in doubt as soon as buying begins again.—*Grocers' Criterion.*

Fruit Crop of France.

Of particular interest to American fruit exporters is the unusually large and fine fruit crop in Western France this year. In view of the almost complete failure of this crop in 1901, 1902 and 1903, and of its insufficiency in the several preceding years, American prunes and dried fruits, particularly dried apples, have for the past two years almost dominated the local market. In 1903, indeed, the demand for California prunes and dried apples was so large and urgent that the supply was not always equal to the demand. This year, however, there is such an apple crop as Western France has not enjoyed for many years, and the prune crop is abundant and fine in every section. As a consequence the demand for American prunes and dried fruits has virtually ceased to exist in this region. This, however, will probably be only temporary.

BENJAMIN H. RIDGELY, *Consul,*
Nantes, France, October 19, 1904.

Louiston, Me.—The Gardiner Canning Co. organized at Gardiner for general canning. Capital stock, $10,000. President, C. A. Knight; treasurer, M. E. Berry, of Gardiner, Me.

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.
S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Biloxi, Miss., January 12, 1904.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Replying to your favor of the 7th inst., will say that we have been using your cans with great success. We have had no claims recorded at this date nor do we expect to have any. In our opinion the cans are as nearly perfect as it would be possible to make them.

Wishing you success, etc., we beg to remain,

Yours truly,
LOPEZ & DUKATE.

WRITE FOR PRICES BEFORE BUYING.

Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING - - - WEST VIRGINIA.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

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CONDENSED VEGETABLE SOUP.

Make same as vegetable soup, omitting the water and cooking in stock, adding 2½ lbs. beef extract. This may be cheapened by using more rice and less vegetables.

CLAM CHOWDER.

5000 quohaugs.
25 pounds onions.
100 pounds veal.
100 pounds bacon.
50 pounds tomatoes.
50 pounds potatoes.
2 pounds salt.
1 pound ground white pepper.
½ pound parsley, chopped fine.
¼ pound thyme.
⅛ pound sweet marjoram.
30 gallons water.

Wash the clams in cold water and chop fine. Chop the onions, cut the bacon and potatoes in small dice, cut the veal in small squares, place in kettle with the water and cook moderately well done; then add the chopped clams, tomatoes, onions, bacon, potatoes and salt, cook five minutes, cut off steam and add all the other ingredients; stir well, place in cans, cap, tip and process 3 lb. cans 80 minutes at 250 degrees.

CONDENSED CLAM CHOWDER.

Make same as clam chowder, but after all ingredients are added and mixed and steam turned off, draw the liquid from bottom of kettle, fill the cans with the solid materials and cover with the liquid; then cap, tip and process 1 lb. cans 40 minutes at 250 degrees.

NOTICE.

With this week we end the formulae for packing the various kinds and grades of soups, and while we have not indulged in any comments upon the possibilities of soup canning and the extention of that business, it must have been apparent that the receipts given were of a very high class and so calculated to increase the consumption in this line, because of the fine grade of packing.

To a packer at all familiar with the cost of canning, it will not be hard to figure out the cost and probable profit in this line, and it is hardly necessary to remind any one contemplating the addition of the soup line to his business, that he must take this reckoning.

But in going over the formulae, given since the beginning of the Complete Course in Canning, we find that some more or less important articles were not treated upon, and we therefore take this opportunity to add them to the list, so that the line will be complete. Among the articles so slighted, unintentionally, are Apples, Apricots, Cranberries, Grapes, Pears and Quinces.

APPLES.

The first in this line, apples, is an article of much importance, and has in late years grown to be a large pack, and in great popular demand. But as great as it is, there is a splendid opportunity to immensely increase the consumption of it in the canned shape. That it is popular with the masses goes without saying, but it is a fact that probably not 50 per cent of the people of the United States know that they can purchase apples in cans. If all the housewives of the country knew that they could purchase apples ready for use, without the waste of peeling, cores, specks, etc., as in the green fruit, and at an actual saving, the consumption and consequently the demand would greatly increase.

Firm, tart varieties of apples are best for canning. Peel, core and cut out all decay and discolored portions; halve or quarter according to size of fruit; drop immediately in a bath containing 1 oz. sulphite soda to 4 gals. water; this prevents the brown discoloration of the surface. Remove from the sulphite bath, wash thoroughly in running cold water, blanch momentarily in boiling hot water, place in cans, fill with boiling water, cap, tip and process 3 lb. cans 3 minutes at 240 degrees, or 10 minutes at 212 degrees; gallon cans 8 minutes at 240 degrees, or 22 minutes at 212 degrees.

APPLES WHOLE FOR DUMPLINGS.

Select tart apples, rather under ripe, of desired size; peel and core, dip in sulphite bath (1 oz. sulphite soda to 4 gals. water), wash thoroughly in running cold water; blanch 1 minute in a bath containing one-half lb. salt to 12½ gals. water; pack in cans, hot dip in water, cap, tip and process 3 lb. cans 4 minutes at 240 degrees, 13 minutes at 212 degrees; gallon cans 10 minutes at 240 degrees, 28 minutes at 212 degrees..

APRICOTS.

Do not pare; wipe with a damp cloth, halve and remove pit; place in cans and hot dip in water, light or heavy syrup, as desired; cap, tip and process 3 lb. cans 4 minutes at 240 degrees, or 10 minutes at 212 degrees; gallon cans 10 minutes at 240 degrees, or 20 minutes at 212 degrees.

CRANBERRIES.

Pick out the defective berries, wash in cold water, place in cans, fill with hot water; cap, tip and process 1 gallon cans 12 minutes at 240 degrees.

GRAPES.

Stem and place in cans, hot dip in water, cap, tip and process gallon cans 14 minutes at 240 degrees or 40 minutes at 212 degrees.

PEARS (KIEFER OR OTHER HARD VARIETIES).

Pear and cut in quarters, remove core and seed, place in cans, hot dip in water or light syrup, cap, tip and process 2 lb. cans 10 minutes at 240 degrees or 20 minutes at 212 degrees; 3 lb. cans 12 minutes at 240 degrees or 25 minutes at 212 degrees; gallon cans 20 minutes at 240 degrees or 35 minutes at 212 degrees.

PEARS (BARTLETTS OR OTHER SOFT VARIETIES).

Peel and cut in halves, leaving stem on one side, remove seed and core if desired; throw in bath containing 1 oz. sulphite soda in 5 gals. water; remove from bath and wash in cold water; blanch 1 minute in boiling water, place in cans, hot dip in water or syrup; cap, tip and process for same time as hard pears in quarters.

PEARS, FANCY BLEACHED.

Select slightly under-ripe, fine large Bartletts, peel smoothly and carefully, scrape the green skin from stem, halve the fruit, leaving the entire stem on one half of the pear, throw immediately in sulphite of soda bath; when a sufficient quantity has been prepared, remove from bath, wash in cold water and subject to sulphur fumes for six hours; then remove, wash well in running cold water, place in cans, hot dip in heavy syrup, cap, tip and process 2 lb. cans 8 minutes at 240 degrees or 12 minutes at 212 degrees; 3 lb. cans 10 minutes at 240 degrees or 15 minutes at 212 degrees.

QUINCES.

Pare, core and cut in quarters or eighths, drop in sulphite bath (1 oz. to 5 gals. water), remove and wash in cold water, place in cans, hot dip in syrup or water, cap, tip and process 2 lb. cans 6 minutes at 240 degrees or 18 minutes at 212 degrees.

When quinces are intended for use only in preserves or jams, pare, core and cut in small pieces or cubes, throw in sulphite bath as above, remove and place in jacketed kettle, cover with cold water and bring, very slowly, just to a boil; then drain off water, place in 1 gal. cans, hot dip in water, cap, tip and process 14 minutes at 240 degrees or 30 minutes at 212 degrees.

FRUIT PULPS FOR MARMALADE (ENGLISH STYLE JAM).

Prepare the fruit and place in jacketed kettle, with 5 per cent of water for juicy and 10 per cent of water for dry fruits; turn on steam, bring slowly to a boil, and cook 5 minutes, stirring occasionally; place in gallon cans, cap, tip and process 15 minutes at 240 degrees or 30 minutes at 212 degrees. After processing drop in cooling bath.

SWEET CORN.

Breeding, Growing and Curing for Seed.

By A. Stabler, M. D., Md. Agr. Expt. Station.

It has been fully demonstrated that the character of seed used has much to do in determining the quality and quantity of the crop produced. Again it has been shown that it is not only necessary to have seed from stock giving good crops, but for best results seed should also be from acclimated plants.

Maryland stands fourth in the production of canned corn, devoting annually about 17,000 acres to this crop for canning purposes, and packing about 1,000,000 cases. Besides the amount of corn grown for the canneries there are large areas grown for immediate consumption in the green state. Maryland growers purchase annually from 3,000 to 4,000 bushels of sweet corn seed. The bulk of this seed is grown in the New England States and Northern Ohio.

The reason that our farmeds purchase seed from the North is due to the prevailing opinion that Northern-grown seed will give a sweeter corn than the home-grown seed. Then, again, many farmers say that sweet corn will soon run out and deteriorate in other ways, when grown in this climate. In view of our present knowledge of the corn plant, these statements did not seem reasonable, and upon investigation they were not borne out by the practices of some of the most successful and advanced growers and packers of sweet corn in Maryland.

Investigations show that the New England growers of sweet corn get an average of from 40 per cent to 60 per cent higher yield than the Maryland growers, where both use the same seed. It has also been shown that the yield in Maryland, when home-grown seed is used, is considerably higher than when Northern-grown seed is used. Not only is the yield higher, but repeated observation has shown that the quality of the crop was as good, if not better, and that the plants from home-grown seed stood the climatic changes much better than those from Northern-grown seed.

These facts, taken in connection with the growth of the canning industry in other States, makes it very evident that Maryland growers must improve their methods, and particularly the quality of the seed they use, if they are to maintain their position in corn canning.

With a view of placing at the disposal of Maryland farmers the best information obtainable on the present methods of growing sweet corn for seed in Maryland, and the methods in use in the New England States. this Station requested Dr. Stabler to prepare this bulletin.

Dr. Augustus Stabler has been identified with the growing of sweet corn in Maryland for a longer time than any other man in the State. During the time so engaged his father and himself have originated three new varieties, all of which have been recognized as possessing considerable merit, and being better adapted for this locality than the varieties usually grown.

Before preparing this bulletin Dr. Stabler took a trip to Connecticut, and studied the methods of growing and curing as practiced there by the largest and most advanced seed growers, and the results of his observations are given herewith.

Reasoning from what has been accomplished in raising the sugar content with other crops, it is but natural to expect that sweet corn could be considerably improved in this respect, and this Station has started some preliminary work on this subject.

The facts as set forth by Dr. Stabler, in the following pages, prove almost conclusively that Maryland farmers can not only grow their own sweet corn seed, but by doing so can, with reasonable care, improve the yield and quality of the corn, and get a more desirable crop in many other ways. Now if those engaged in the canning industry would give a little more detailed attention to producing seed, there would be no doubt but that they could get a strain that for yields, sweetness and other qualities would place their business on such a basis as to put them in a class by themselves, and out of competition with the ordinary packer.

INTRODUCTION.

The idea or tradition which has been widely circulated, that sweet corn, if grown south of Mason and Dixon's Line will become less sweet and tender, coupled with the fact well known to some of us, that a number of growers have been in the habit of saving their own seed in Maryland year after year for at least twenty-five years without any deterioration whatever, led to the prosecution of the following inquiry, in order that the best information obtainable should become the common property of all who desire to produce sweet corn for seed.

MARYLAND VARIETIES.

In the family of the writer, and on the farm where he now resides, have been developed and kept pure three varieties of sweet corn, all recognized wherever grown as of the highest quality. On this farm the last seed obtained from the North was planted twenty-six years ago. His grandmother had sweet corn in her garden which she saved year after year seventy-five years ago, in Montgomery county, Maryland.

In Carroll county, Mr. H. Wirt Shriver has been planting and saving his own seed of Moore's Early Concord Sweet Corn for thirty consecutive years without change of seed. He and his neighbors think the quality is now better than it was originally. He is positive that earliness is favored by planting late—about July 4th—while sweetness is not affected by time of planting. He saves for his early planting the following year corn from the latest planting that will mature, and finds that by so doing he is able to keep it small and early. When he used to save seed from the earliest maturing ears of the early planting the corn became larger and later. He is evidently a very close observer, and the corn which the writer saw growing in his garden on July 20th was remarkably even and uniform, showing great care and patience on his part to select and breed to one uniform type.

The writer's father, the late Henry Stabler, always saved his own seed for canning, and developed several varieties that were then, and continue to be, as good as the best. He commenced his work with sweet corn about sixty years ago. He always said that sweet corn is as much at home in the climate of Maryland as it is anywhere, if selected to suit our conditions, and that a variety developed in this climate will do better here than one bred to suit a different climate; that sweetness depends on the kind of corn, and not on the climate. In selecting cars for seed he picked for the deep, narrow grain, well shriveled, having a translucent appearance, like amber when dry.

He also paid great attention to the developing of the productiveness of the corn, early recognizing that a corn having many rows of deep grain, fitting close together, would fill more cans to the acre than a corn with broad, shallow grains, and wide space between the rows of grain. He desired a corn having white silk and straight rows, as is shown in the following history of Roslyn Hybrid Sweet Corn, recorded in the writer's notes twenty-five years ago.

[CONTINUED NEXT WEEK.]

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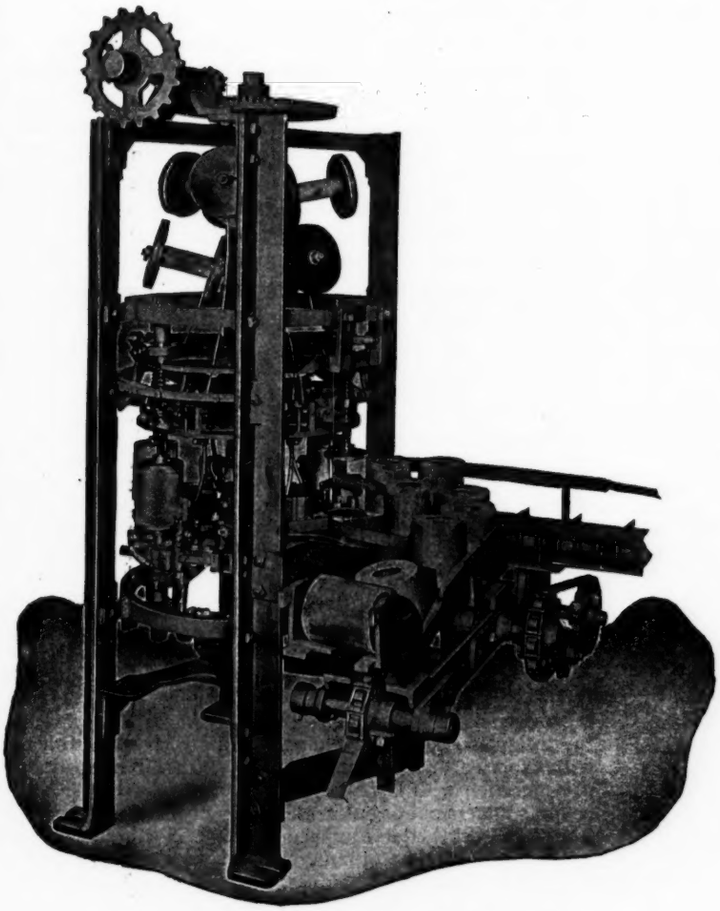

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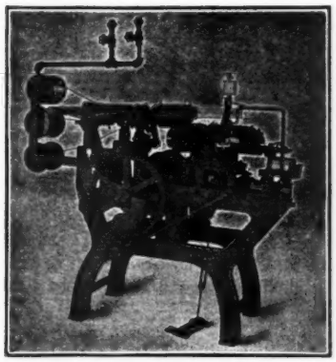

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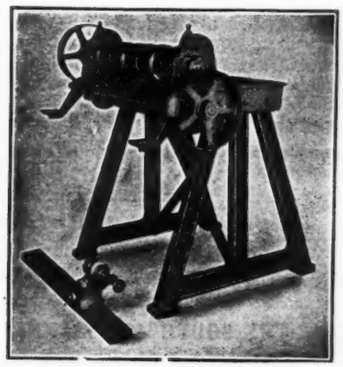

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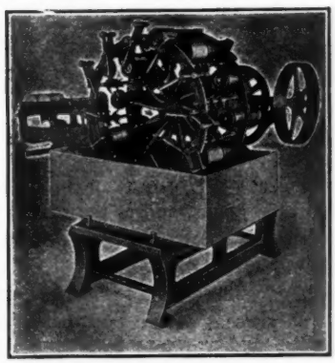

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Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

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BALTIMORE, FRIDAY, DECEMBER 9, 1904.

THE SOUTH AND CANNING.

We have always maintained and during the past years have expressed in these columns our belief that the Southern States of the Union will yet be the main home of the great canning industry of this country and possibly of the world. And in a review of circumstances tending towards that consummation we are impressed with the fact that during the past few years all things political, mechanical, scientific and commercial appear to be lending their efforts to that end. Of course a matter of this kind is of the utmost consequence to the now existing packers, to the machinery and supply men, to all who live by the distribution of these goods, and to the consuming world at large.

The result of the late election will undoubtedly tend to further the promotion of this object and we will take the liberty of indicating how. The great fact in regard to the matter of development and success of the South has been hedged by two special questions, which might almost be stated as one—the enervating influences of protracted heat throughout the year in that section makes it almost impossible for the average Caucasian to operate and succeed there. Unfortunately this peculiarity of locality resulted, and naturally, in the introduction of a class of labor which while it could stand the climate and was primarily calculated for labor, is intrinsically destructive of all social progress. It is a pity that the African nature still contains within itself the original elements of failure. We think a study of history will show any unprejudiced student that Africa had the first chance of civilization and progress, and with the exception of Egypt and the evolution of the Egyptian-Hebrew colony she has given the world no return for the efforts made in that continent and no improvement on the original barbarism.

More than this, however, the children of that blood seem to contain the elements of what the New England lady called shiftlessness in Topsy; the whole race seems to be cursed with that peculiarity and unless driven will not go. The result of the English efforts at freedom and equality under the English plan in the West Indies in 1832 only proved that the free negroes in their shiftlessness went back into the chapparal, became bushmen and relapsed into cannibalism.

Naturally the only salvation for the South under these circumstances would rest in emigration; but the European emigrant has a violent objection both to competition with the liberated slaves and what we might call the liberated heat of the climate. Nevertheless, Nature and time are at work seeking to solve these problems, and mechanical minds are also bending their energies towards the substitution of the iron for the human slave.

In many seasons of late among those that have passed, it has been observed that low temperatures freeze oftener and farther south than previously reported, and when we hear of the destruction of an orange crop in Florida or severe injury to the cotton crop throughout the Gulf States we can always calculate that it is not an entirely unmixed evil; that little by little the heat amelioration may tend to invite energetic Caucasian emigrants who will build up this section.

Canned goods factories have been started often throughout the South at various parts but with one or two exceptions they have failed to continue for more than three or four years. The soil there is good, the fruit crops are prolific and cheap, the black labor is low priced, but the one great thing that is needed for success is a market. That canning factories in the South will not be numerous until a local market exists for a large part of their product has been too often demonstrated to be doubted. Canals do not exist to make cheap transportation, and railroad freights are altogether too high for the Southern States to compete with the Middle States or the more Northerly. But within five years past a new revolution has occurred affecting that great section.

Throughout the entire South great factories in the form of cotton mills have been erected equipped with the most modern machinery, were put upon the finest paying basis simply because the proprietors desired to get nearer the cotton crop and save the freight on cotton. So successful have these factories become with experience that during the past year their competition, taken in connection with labor troubles, have almost put the Fall River cotton spinners out of business. Many of these Southern factories are very much better equipped than the Northern factories, and independent of the cotton crop can produce the woven article at a lower rate than New England.

These cotton mills are centers of attraction for population of a Caucasian nature. North Carolina is filling up rapidly with them, and the old Tar Heel State is making a grand showing in this class of production.

We will notice before long, we believe, a heggara of New England operatives to the South from Fall River and other dismantled sections, and little by little one of the problems of the South, the most important, will be solved.

When a market for the manufactured cotton has been greatly established down there, albeit it is a market for the whole world, there will probably have occurred at the same time a local market for many other things. And in that day canning factories will be successful in the South. The cotton crop of 1904 has been so vast, so immense, running above 12,000,000 bales, that in very defense of the value of their staple the South will have to expand their spinning facilities and still further increase the local consumption of the crop. That is virtually the only way to prevent such a decided drop in prices of cotton per pound, that there can be no hesitation about it. This danger of low prices for cotton is the bugaboo of the South. But with an excessive supply of the staple and short railroad freights it will be a wonder if the number of spindles in the South does not double in a year.

The very increase of the freights in Southern railroads in handling this crop make it possible for the railroads of that section to give lower rates on all products for local use, and the distribution of production is of as much importance to a country as is a supply of currency to represent them. The opening of the South as a canning section, therefore, can be hoped for during the next few years, and it is worth while that all purveyors to the needs of the canning house should keep their eyes upon this section.

Texas Fruit, Truck and Canning.

The first query of that well-known canned goods authority, Mr. E. S. Judge, to the writer, as he entered the office of THE TRADE a few days since, and who had just returned after spending four years in the State of Texas, was "How were the crops this year in the East Texas fruit belt?" While I had not anticipated his interest in that section, I was not surprised at it, as for years I have known that one of Mr. Judge's predominating propensities—a second nature in fact—is to keep in most intimate touch with any topic pertaining to the canned goods business on this continent. That his energy, his ability and his heart are in the promotion of the canning industry all admit who know the man. His ability along this line is unquestioned, his independence of thought and expression upon any topic appertaining to the advancement of the industry is unquestionable.

This has been a good year for the East Texas trucker. The prices, owing to a better organization of their various associations, were higher. The crop was above the average. This section and its wonderful development within the past three years has had no perceptible effect upon the canned goods market, for the reason that up to now there has been practically no canning factories established in that State, and the trucker has been finding a ready sale for all his produce in the Northern and Eastern markets at fancy prices. Ripening from one to three weeks earlier, and being of a superior flavor to the products of Georgia, Florida or California, Texas fruits and vegetables command a higher figure. This condition of affairs may change, however, at very short notice, for the development of this line in Texas is something wonderful, and the Northern and Eastern packer will demonstrate his wisdom by keeping an eye upon the Lone Star State. Texas consumes an immense amount of canned goods, an entire train load of canned goods going into Shreveport, Ga., alone, a fortnight since being an indication of what is being placed at other points. I am acquainted with firms located in prominent cities of Texas that will and do buy and market the entire output of any factory so far established in that State, and eagerly await the advent of any new enterprise of this class. There have been a number of failures in Texas, but I am sure they were the result of inefficient management and lack of capital. The best locations for canning factories in Texas at this time are along the S. & G. N. R. R., the Cotton Belt Road, or the H., T., E. & W. R. R., anywhere between Texarkana and the Gulf of Mexico. Austin, Houston or Galveston offer superior advantages. There is an abundance of oysters along the coast, and those I packed as samples in 1901 were accepted as good stock in Chicago and St. Louis. Most of the oysters I used in these samples were taken from the Gulf at Velasco during the month of August when the thermometer registered 100 or more. They were shipped in the shell by rail 200 miles inland, and then shucked and canned. The experiment was made at the solicitation of a railroad company that anticipated developing that part of the Gulf country. About this time Texas took the oil fever, from which it has not yet recovered, and the canned goods business has been neglected in the boom days.

The agricultural and mechanical college located at Bryan, Texas, has been giving canning some attention for the past six years, and has a plant in operation at the college. Like a multitude of our North Carolina neighbors, they have not advanced any farther than a two- or three-hundred-dollar outfit.

At Jacksonville, when the shipping season was over, the factory bought green peas, beans, string beans, beets, etc., at one cent a pound delivered at the factory; strawberries and blackberries at three cents a box; peaches and pears at from fifty cents down to fifteen cents a bushel of fifty pounds; tomatoes at twenty-five cents a bushel. Cans were bought in Chicago, of the American Can Company. The cost of labor was about the same as at Baltimore. The last time I investigated freight tariffs, the rate from New York and Baltimore to Galveston, by water, was 55 cents a hundred on canned goods, and from Galveston inland was 35 cents more, or 90 a hundred. This alone, I suggest, is quite a handsome margin and an item of some importance to a canner with experience and capital. Notwithstanding this heavy cost of transportation, Numsen & Sons' goods are seen on grocers' shelves all over Texas. They seem to have that trade corraled.

Good Texas truck and fruit lands can be bought at from $2.50 to $8.00 an acre. I know of a 10,000-acre tract that was bought at one dollar an acre six years ago. Today it is the vast fruit farm named Los Fruitas, and is covered with thousands of bearing Elberta, St. John and Solway peach trees. It is managed in up-to-date style, and produces a fortune yearly.

The R. Morrill Orchard Company, extensive fruit growers of Benton Harbor, Mich., has a tract of 12,500 acres in Cherokee county in an advanced stage of development. It is next to impossible for anyone to even approximate the amount of money the growers have received for this year's crops. Any conservative estimate would sound so unreasonable to people unacquainted with the volume of business done there, that I will not attempt to suggest the amount. I have many items of interest and communications from farmers, truckers and busines men of this section that might interest the canner, but will reserve them for another occasion. The East Texas fruit belt now has about fifty thousand acres of peaches in bearing. Two years hence it will embrace two hundred and fifty thousand acres. It embraces the following counties, viz: Smith, Cherokee, Rusk, Camp, Upshur, Wood, Nacogdoches, Cass, Henderson and Titus. The mean altitude of this belt is 700 feet above the Gulf.

THOS. H. SMITH, JR.

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

Alabama.

Huntsville, Ala.—The Chamber of Commerce reports everything favorable in the correspondence for the early location of a big canning factory in this city. This enterprise will bring about a diversified class of farming and gardening that has heretofore been unseen in this section of the state.

California.

Morgan Hill, Cal.—A report says: "Bisceglia Bros. have done good work in their cannery this year. Besides putting up their buildings and fitting them out with first-class machinery they have put up over 7,000 dozen cans of tomatoes and over 2,000 dozen cans of fruit. Their work is well liked in this vicinity. They are preparing for all kinds of vegetable canning next year, having arranged to put in sixty acres in peas, seventy to seventy-five of string beans and a large acreage in tomatoes. They will buy from others as well as put up their own raising. The canning industry promises to be a very profitable investment for this section.

Dixon, Cal., Nov. 12.—Foster's cannery at Tremont was destroyed by fire. Loss, $20,000.

San Francisco, Cal.—The California Fruit Canners' Association will pay dividend No. 58 on Monday next. When this will have been done it will have paid out $1,000,000 in dividends during the past four years.

Colorado.

Denver, Colo.—Plans for the proposed new canning factory at New Castle, Colo., have been completed and work will be started within the next few weeks. The building will cost $6,500.

The Gardiner Canning Co. has been organied at Gardiner for the purpose of carrying on a general canning business for the canning of corn, fruit, vegetables, and all commodities capable of being canned, with $10,000 capital stock, of which nothing is paid in. The officers are: President, C. A. Knight, of Gardiner; treasurer, M. E. Berry, of Gardiner. Certificate approved Nov. 23, 1904.

Illinois.

Chicago, Ill.—A report says:

"John Cudahy, through his representative, F. I. Deming, of Deming & Gould, yesterday denied that he was backing a company which seeks to secure a monopoly of the salmon output on the Pacific coast.

"'Mr. Cudahy is not in the deal in any manner, shape or form,' declared Mr. Deming.

"The property of the North American Fisheries Company was bought by a syndicate composed of Frank Lynch, H. S. Griggs, H. N. Higinbotham, H. B. Steele, Joseph Snydacker and the Deming & Gould Company.

"At the offices of A. Booth & Co. the belief was expressed that there was no truth in the report of the formation of the combination, the principal reason being that that industry was of such a nature that a combination was almost an impossibility."

Iowa.

Council Bluff, Ia.—That two canning factories will be in operation in Council Bluffs next year seems now almost an assured fact. One will be controlled by the Grape Growers' Shipping Association, or at least by the members of the organization, while the other will be run by Charles Schmidt, manager of the factories at Harlan, Avoca and Minden, in conjunction with a number of local capitalists.

Maryland.

J. R. Stifler has been appointed receiver for the firm of Wm. T. Farrell & Bro., canners and farmers near Aldino, Md., and has given bond in the sum of $5,000.

Minnesota.

Northwest, Minn.—Belle Plain, Minn., is talking of a new canning factory.

St. Paul, Minn.—Silver Lake, Minn., wants a canning factory.

Consumers Can Company,

Baltimore, Md.

Reference:
National Bank of Commerce.

LOCK SEAM CANS OF THE BEST QUALITY.

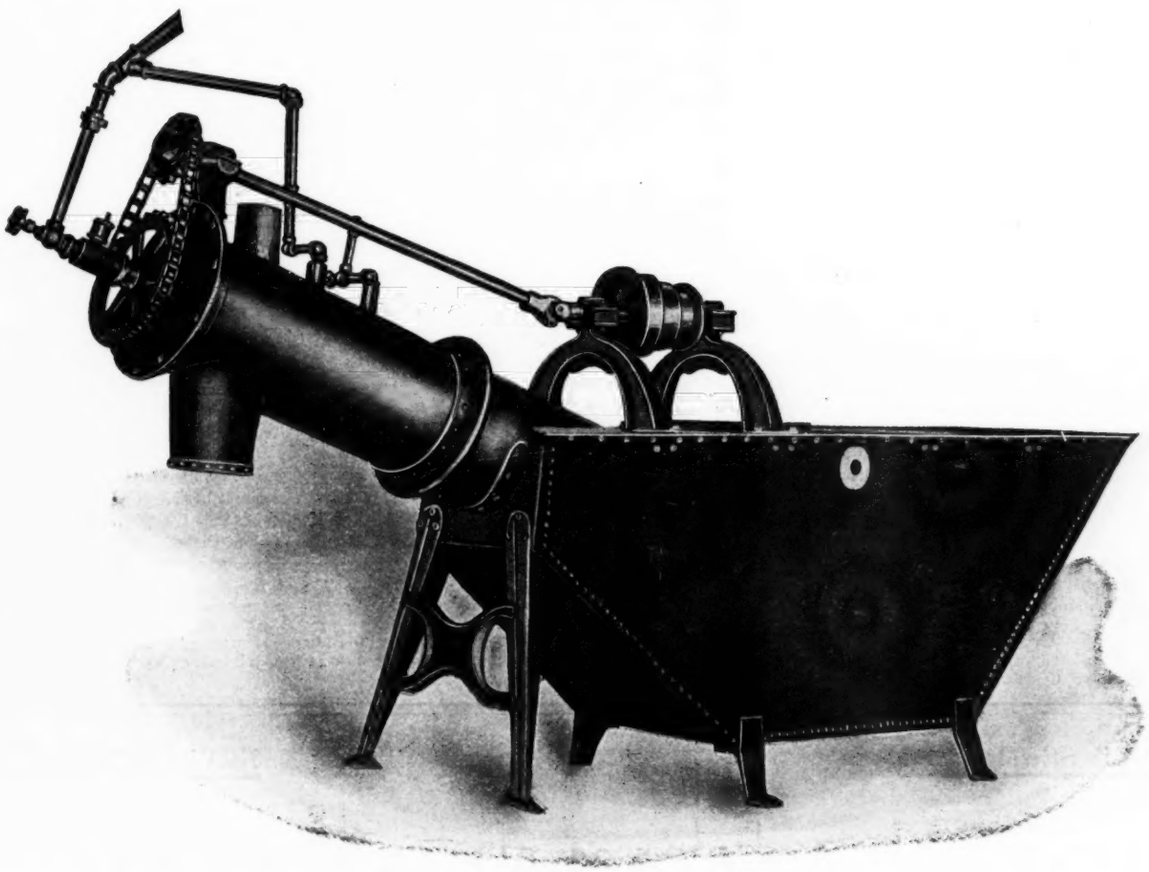
We quote, subject to change,

No. 1 CANS,	*$9.50 per 1,000*
No. 2 S. H. CANS,	*12.50 per 1,000*
No. 3 L. H. CANS,	*16.50 per 1,000*
GALLONS,	*40.00 per 1,000*

SIGHT DRAFT AGAINST BILL LADING.
DELIVERED PRICE ON APPLICATION.

Send for Samples and Testimonials.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam. Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

Mississippi.

Lee, Mass.—Eight thousand dollars of the $11,000 required for the capitalization of a new canning industry has been raised by the Lee farmers.

A committee consisting of Nathan Cannon of Tyringham, Charles Shaylor and B. Lawton has been appointed to negotiate for land for the factory, which will be located near East Lee.

New Jersey.

Mt. Holly, N. J.—T. A. James & Co., who operate the Anderson canning factory on Water street, after having purchased 1,500 baskets of Keiffer pears, are now engaged in the manufacture of catsup. When this work is finished, the season will close. For the first time since their works were partly destroyed by fire three years ago, the firm now proposes to make their own tin cans, which will give employment to many persons throughout the winter.

New York.

Lockport, N. Y., Nov. 21.—The large canning factory owned and operated by Richard Bewley, north of the city, was destroyed by fire Saturday night, with a barn adjoining. The loss is placed at $10,500, with $6,000 insurance. Mr. Bewley was awakened by his dog barking, saw a bright light in the direction of the barn, hastily dressed, ran out and found the barn in flames.

The flames communicated to the canning factory only a few yards away, a one-story stone and one-story frame building which burned like tinder. The factory contained besides the machinery, 20,000 gallons of canned apples and 15,000 three-pound cans of tomatoes ready for shipment. This stock was all destroyed, together with the machinery. He had $2,000 insurance on the two buildings, the same amount on the machinery and another $2,000 on the stock in the factory. It is generally supposed that tramps sleeping there set fire to the building.

Ohio.

Warren, O., Nov. 28.—M. C. McCormick, Superintendent of the Newton Falls Canning Company, a new concern started last summer, has applied for a receiver for it on the grounds that it is insolvent and unable to pay its indebtedness of $6.500.

Cleveland, Ohio.—Creditors made application in the United States district court Saturday morning to have the Phillips Canning & Pickling Company, of Kent, O., declared bankrupt. It was alleged that the company owed debts to the extent of $18,000 which it could not meet. The alleged creditors and the amount of their claims are: Frank Trott, $86.43; Frank Green, $102.26, and Mary A. Phillips, $3,500.

Pennsylvania.

Virginsville, Pa.—There is a movement here for the formation of a stock company to be capitalized at $15,000 to conduct a cannery of fruit. The territory from which the factory could draw is unusually large, including Windsor, Greenwich, Richmond, Rockland and Maxatawny townships.

Tennessee.

Lynnville, Tenn.—A special from Columbia to a Nashville paper says that parties have recently located a canning factory at this place. While an effort was made to start such an enterprise here, it did not meet with success. However, two neighboring towns, Cornersville and Mooresville, have shown enough progressiveness to have canning factories, and it is hoped that Lynnville may some day follow suit.

White House, Tenn.—A canning factory is in contemplation at this place and they desire full information, catalogues, etc. T. B. Burr is interested in the matter.

Washington.

Seattle, Wash.—Hemlow, Pinger & Cochran, 809 Railroad avenue, Seattle, Washington, have formed a company as "conservers of sea and land products," and are in the market for cannery supplies of all kinds, labels, etc.

Canadian Sardines.

The sardine industry of Maine may be affected by an investigation which has been made by a commission appointed by the Canadian government to look nto the Atlantic coast fisheries of Canada.

According to A. J. S. Copp, M. P., of Digby, a member of the commission, a report will be submitted to the government recommending that encouragement be given to fishermen so that sardine factories can be erected in New Brunswick and Nova Scotia.

At present the Canadian fishermen sell their catch to canneries at Eastport, Lubec and vicinity at what they consider unsatisfactory prices. It is claimed that the Maine factories pay about $3,000,000 yearly for fish and that two-thirds of the catch comes from Canadian waters.—*New England Grocer.*

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

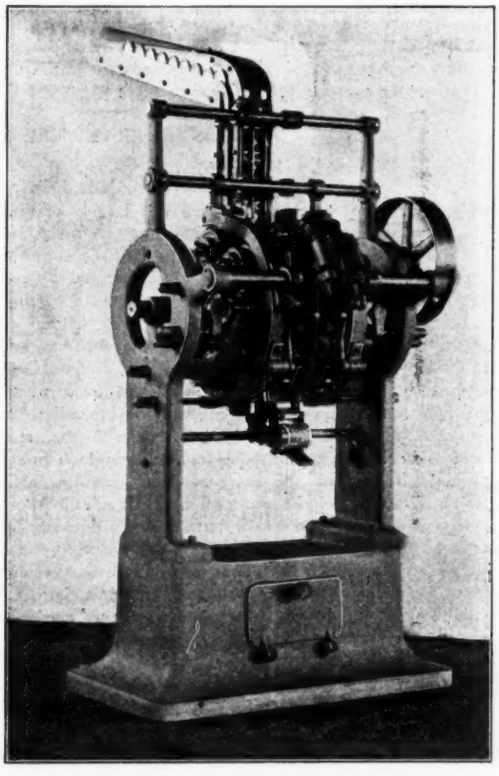
Yours truly,

JOHN W. MANN & CO.,

902 to 920 S. CAROLINE STREET, BALTIMORE, MD

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

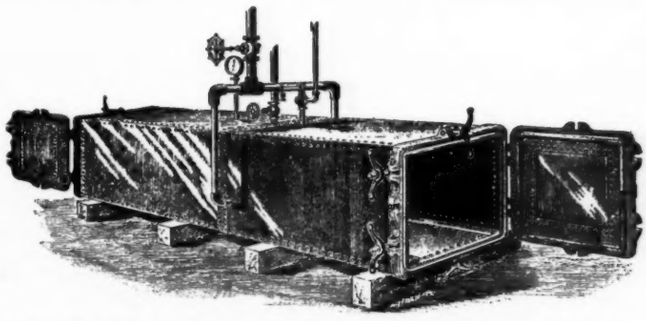
Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET,

BALTIMORE, MD.

Zastrow's Oyster Steam Box.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary. They are generally made 25 feet long, 30 inches wide by 29 inches high inside, to hold three 8-ft. cars easily, but are made to any desired length.

GEO. W. ZASTROW,

Mechanical Engineer,

1404-1410 THAMES ST., - BALTIMORE, MD.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

SECOND HAND CANNING MACHINERY.

Dont worry, ask me, I'll get it for you.

My Motto:—
The Buyer Must be Satisfied.

CORRESPONDENCE.

Baltimore, December 3rd, 1904.

We report the market as follows:

We are getting business for tomatoes every day. Although general business is not good and there is far from an active market on tomatoes, yet there is and has been a steady run of orders, and there is no reason to look for any change. Buyers are sticking to their conservative policy and seem to think that there is nothing in the situation to warrant heavy buying. The tomato market has been a buyers' market for a year, and in view of past experience it is a little strange that there is not more disposition to buy tomatoes and hold them. Tomatoes cannot be produced at present prices, and while it is idle to make any predictions, yet it is only a question of time when conditions will have to change. Very naturally, many packers in this section will be forced out of business. There is absolutely no encourageemnt for packing tomatoes, and even those packers who are financially able to pack will curtail their pack during the coming season, unless, of course there is a decided change in the present market. We have during the past few weeks been getting letters from quite a number of country packers telling us they had decided to quit packing tomatoes. If they adhere to this determination it will certainly be a good thing for the packing business.

The forthcoming annual report of the tomato pack issued by the "American Grocer," is being looked forward to with considerable interest. It is believed that this report will show a heavy falling off in the pack as compared with the season of 1903. Whether or not this will have any effect on the demand, remains to be seen.

Corn.—This has been a record breaking year for packing Corn, and it has been asserted that there is so much Corn on hand that there will be a large carry-over into next season. Packers in this section are not nearly as heavily stocked with corn as is generally believed; most all of them have some corn on hand, but the bulk of their pack has been shipped, and there continues to be a fair demand for the different grades. No corn was carried over from 1903, and from present indications there will not be a very heavy carry-over into 1905.

Pineapples.—Several lines of pineapples are almost cleaned up in this market. This is true of pie grated, both of No. 3s and gallons, and No. 2 extra fancy sliced. We could probably secure 50 or 100 dozen gallon pie grated at $2.00 per dozen, and a limited quantity of No. 3s at 70c. per dozen. At $1.85 per dozen, we can buy some good fancy sliced pineapple, but it is scarce.

String Beans.—Last season the string bean market advanced to 70c. per dozen. Stocks were light, and while there was no big demand the price of 70c. was maintained until new goods were available. This, of course, is no reason why the market should advance this season, but the conditions are certainly favorable for an advance. Not a case of string beans was packed in Baltimore this fall, the summer's pack was only fair; we understand New York State and Indiana were both short on string beans; present prices are low; No. 2 standard green string beans at 50c.; gallon standards at $2.00; No. 3 standards at 75c.; No. 2 standard white wax at 42½c. to 45c.; gallon white wax at $1.70 per dozen, look like desirable trades.

THOS. G. CRANWELL & CO.

Aberdeen, Md., Dec. 3, 1904.

Tomatoes.—Demand for this week has been largely of the usual run of business immediately preceeding the holidays—no more and no less. Inquiry has during the week, as in fact all through the month of November, been confined almost entirely to actual wants, and these have been sufficient to take up the few goods that have pressed for immediate disposition. In our last advices, we referred to the "selling end" of the market as being in more comfortable shape, and this has been demonstrated by offerings of the week being of smaller volume and less pressure than during September and October. From what we can gather, there is likely to continue the usual demand for immediate wants from jobbing interests for some time to come, and with the market pretty well relieved of stocks which had to be sold, we may look for a continued steady market. So far as the pack of 1904 is concerned, we have received from different reliable sources, both East and West, a fairly accurate estimate of the season's output. Giving due consideration to this estimate of 1904 packing plus the carry-over of 1903, we believe we are not far wrong in advising that Tomatoes will go out very comfortable between now and next packing season round today's figures, and more than likely show improvement, especially for good marks. In other words, so far as we can see, there is no reason why the jobber should not provide for more than nearby legitimate wants at today's figures. Demand for the week in 2s has been particularly good and has resulted in cleaning up several good sized lots. In gallons, trade has been rather below the usual run of buying orders.

Today's closing figures on Maryland and Delaware packing are as follows: Standard 2s, 45 to 47½c.; standard 3s, 62½ to 65c.; extra standard 3s for buyer's label, 65 to 67½c.; gallon standards, $1.80 to $1.90;

Convention Program and Souvenir.

Two weeks before the meeting of the Annual Convention in Februrary, 1905, of the Western Packers' Canned Goods Association, the Atlantic States Association, the National Canned Goods Brokers Association, and the Machinery and Supplies Association, THE TRADE will issue an especially fine number as a

Program and Souvenir

of the meeting.

This issue will be gotten up in handsome style, and besides giving the Official Program of each day's proceedings during the meeting of each Association, announcing the matters of importance to come before the Convention, amusement features proposed, hotel rates, etc., will give a

List of the Exhibitors,

and a description of the new machines and all exhibits. Also numerous photographic views of the Great Baltimore Fire, as it will be the first anniversary of that event.

WATCH FOR IT!

OUR LINE OF

Canning Machinery

is

Modern in Every Detail, Substantial in Construction and Fullv Guaranteed in Operation.

Every Machine Designed by an Expert and Specialist.

We manufacture the "EUREKA"

GREEN PEA GRADER, STRING BEAN GRADER, BEAN AND APPLE FILLER, GREEN PEA CLEANER, STRING BEAN CUTTER, TOMATO AND PUMPKIN PULPER, GREEN CORN HUSKER, PEA BLANCHER, PICKING TABLES AND EXHAUST BOXES.

Particulars of which we shall be glad to send on application.

THE S. HOWES COMPANY,

(INCORPORATED)

SILVER CREEK, N. Y.

extra 3s in 5-inch tins, 85 to 90c.; extra 3s in 5½-inch tine, 90c. to $1.00 per doz.

Corn.—As usual for this time of the year, demand for anything in the way of corn outside of filling-in wants, is small, nor is it likely to show any improvement until after the first of the year on account of the attention given to holiday lines for the next thirty days. Sufficient interest, however, has prevailed in lines of choice packing to show that holders of such stock do not propose to be seriously influenced by the large pack made this year. As already stated in previous advices, a very large portion of this season's pack, is of such quantity as will make it necessary to be taken up at buyer's ideas, sellers appreciating that off-quality stock will have to be sold largely for what it will bring. Notwithstandng that the presence of so much off-quality stock is likely to influence the better grades, there is today and has been for several weeks an actual scarcity of really desirable fancy stock.

STRASBAUGH-STECKEL-HEWITT CO.

Advertising Lines.

Under the above caption, the Merchants' Review comments upon our recent editorial in which we suggested to canned goods packers that they should advertise their goods, and we would add here that we thoroughly agree with the Merchants' Review in its opinion. In fact, it will be seen from their remarks, which follow, that it is our idea that each packer should advertise his own brand of goods, and every kind of goods he puts up, and that he should do so with every can of goods he sends out.

In our opinion, by each packer thus advertising his brand, the entire line of goods will not only be advertised, and the consumption increased, but he will be establishing a business for himself that will be independent of all others. The Merchants' Review says:

"Advertising brands is a common practice. Advertising lines of goods, as for example, canned goods, is rarer, yet it is something which certain trade organs would apparently like to see done. Thus THE TRADE, of Baltimore, discusses the subject of the increase of the consumption of canned goods, and it gives the packers some good advice on the advertising end of the problem. THE TRADE sees clearly that in pushing the brand the success of packers like Van Camp, of Indianapolis has been won, and it recommends a greater extension of that plan of advertising. It also advises some work along general lines, saying:

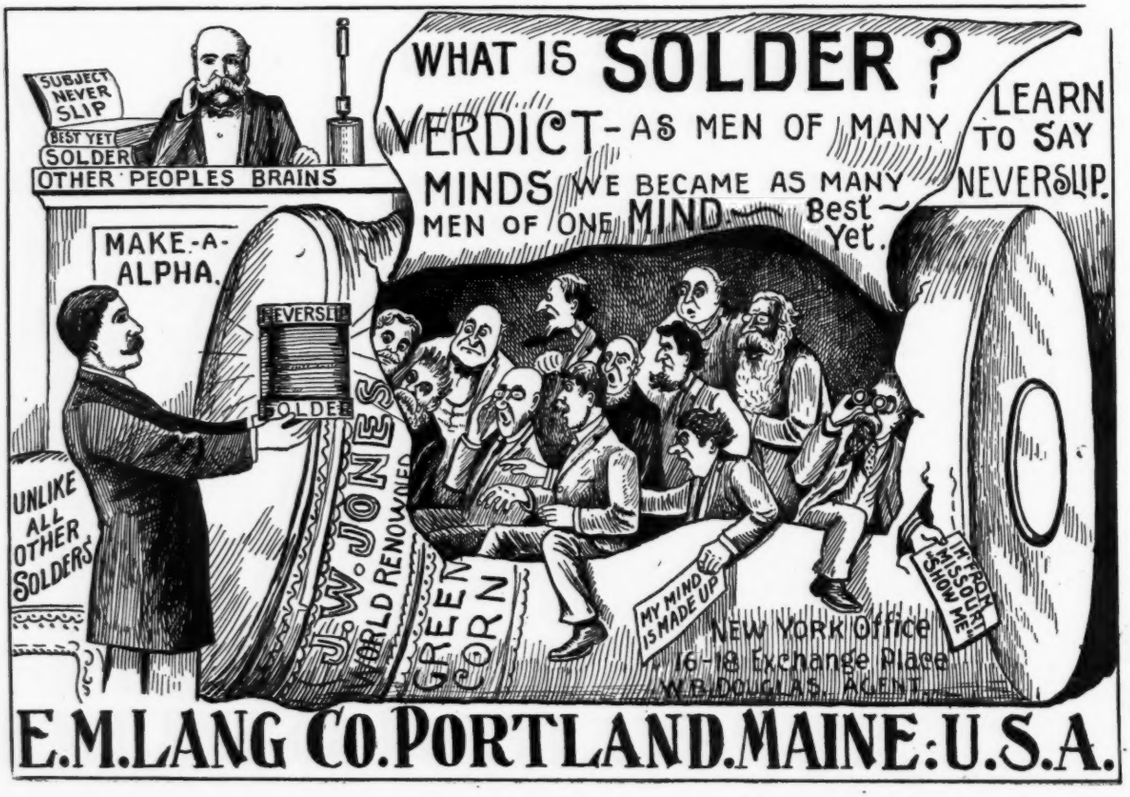
'Let us suppose that there is an overpack of tomatoes and it is necessary to increase the market. If a packer largely in this line would put into each case of two dozen cans twenty-four little pamphlets, giving not only the full list of what he packs, with his brand and location, but a statement of the care and attention that is given the goods, and with it a simple set of receipts of how to prepare and use the tomatoes in various ways, we are confident it would not be more than two or three years before the demand for that article would double; and this reason applies to every article in the canned goods list, and to every firm in the canned goods industry.'

"A quicker way would be to advertise the brand; when you advertise the brand you best advertise the entire line of goods. Perhaps the "line" way is to be commended by some people because it is cheap, but we do not care for the cheap methods of advertising. Cheap advertising is usually poor advertising. If it is remembered how Battle Creek became famous, it will not be denied that the brand way of advertising is the best, even if it does cost more.

"When describing the good qualities of the brand of tomatoes or corn, the advertiser can do much better work than when describing a line's good qualities. For example, I can say that So-and-So's brand of tomatoes is solid-packed, ripe and luscious, ruddy in color and in every way delicious, but I could not say the same of tomatoes generally because I know and the public know that there are canned tomatoes which do not deserve the praises of the ad. writer. But the line profits all the same, for no sooner does one packer win success by advertising a brand than half a thousand followers jump into the field and try their luck. Witness Battle Creek and the canned pork and bean trade. The Van Camps did not go to work and descant upon the beauties of a pork and beans diet; they simply praised one particular brand of pork and beans. Same plan was tried by the original Battle Creek concern, and lo, the land now is full of canned pork-and-beans brands and cereal foods.

"THE TRADE deserves great credit for stirring up this subject. There is a million dollars, perhaps more, for the persistent advertiser of fancy canned corn and fancy canned tomatoes under a particular brand, for many brands on the market are not so free form a tendency to wabble in quality that a brand of high and uniform merit would come amiss, and there is none that is pushed as it ought to be. Perhaps their packers fear that their production is of necessity limited to the present rate of output. What says THE TRADE to that?"

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *

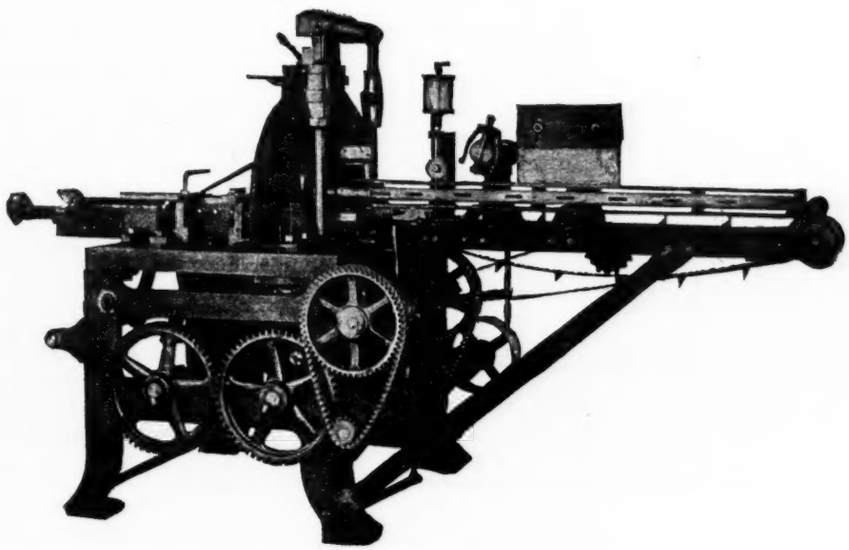


STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn or presser foot.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, **Baltimore, Md.**

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

AT THE THEATRES

Week of December 12, 1904.

FORD'S.

PARSIFAL (in English).

Matinees Monday, Wednesday and Saturday.

CHASE'S.

HAMLET. HAMLET. HAMLET.

Matinees Tuesday, Thursday and Saturday.

MARYLAND.

KEITH'S ELITE VAUDEVILLE.

Matinee Daily.

AUDITORIUM.

JOE WELCH—in—COHEN'S LUCK.

Matinees Tuesday, Thursday and Saturday.

BLANEY'S

ON THE BRIDGE AT MIDNIGHT.

Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.

MORE TO BE PITIED THAN SCORNED.

Matinees Monday, Wednesday and Saturday.

MONUMENTAL.

REILLY & WOOD.

Matinee Daily.

Labelling, Wrapping, Lacquering

at less than half your present cost with unskilled labor ought to make you think. You think and I know. Let me prove it.

E. J. Judge,

San Francisco, Cal.

POSITION WANTED.

Do you want a manager or superintendent for your factory for 1905? Am up-to-date in all branches.

Address,

A. B. C., care of The Trade

FOR SALE.

Canning Factory, located in Central New York, in the Mohawk Valley, on the great New York Central Railroad. Has a capacity of 50,000 cans of corn a day. Factory established 1888; has good reputation for first-class goods; equipped with all modern machinery. Address,

WHITESBORO CANNING CO., Whitesboro, N. Y.

WANTED.

One Sinclair-Scott Rotary Pea Separator, with Cylinders 40 inches in diameter and 4 feet long.

Address

ROTARY, care of The Trade.

FOR SALE.

Ayars Continuous Pea Filler, one Triumph Scalder and Washer, one 15-H. P. Horizontal Engine, one King Tomato Filler. All in perfect order. Address

C. M. H., care of Tee Trade.

WANTED.

A Phœnix Bottle Capping Machine. Please state age, condition and price. Address,

PHŒNIX, care of The Trade.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	....	57½ 70
" Gallons	....	1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s	....	40 70
Tall 2s	....	40 70
" 3s	....	55 90

BEANS.

Green String 2s	$	50 75
" " 3s	....	75 90
" " Gallons	....	2 40 2 50
White Wax 2s	....	45 65
" " 3s	....	80 90
" " Gallons	....	2 25 2 60
Refugee 2s	....	80 .....
" Extras, 2s	....	1 25 1 60
Green Lima 2s	....	85 90
" " small 2s	....	1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½ .....
" Extra Fancy Preserved Strawberries	....	1 20 1 25
No. 1 Ex. Pres. Strawberries, oval cans	....	80 .....
" 2 Standard Raspberries	....	75 .....
" Ex. Pres. Red Raspberries	....	1 20 .....
" Standard Blackberries	....	92½ .....
" 3 " "	....	....
" 2 Extra Blackberries	....	....
" " Fancy "	....	1 20 .....
" Standard Gooseberries	....	95 .....
" " Blueberries	....	75 .....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	95 1 00
" " Pres	....	1 10 1 15
Blueberries, 2s	....	67½ 70
Strawberries, 2s	....	57½ 60
" Preserved 1s	....	80 85
" " 2s	....	1 15 1 30
" Gallons	....	2 75 3 00
Gooseberries, 2s	....	90 95
Raspberries, Red 2s	....	75 80
" " " Preserved	....	1 20 1 30
" Black 2s	....	75 80
" " " Preserved	....	1 20 1 25

CHERRIES.

Red 2s	$	60 65
White 2s	....	1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice	....	75 80
" Dry Pack	....	75 90
" Shoe Peg	....	85 1 00
" Choice Standard County	....	....
" Standard County	....	....
" " Extra County	....	....
" Fancy County	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	65 70
" New York or Maine Style	....	70 80
" Seconds, Soaked	....	55 60
" Standard, Evergreen	....	55 60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	55 60
" New York or Maine Style	....	67½ 75
" Seconds	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	60 .....
" " " Dry Packed	....	75 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	....	85 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	52½ 55
" New York or Maine Style Dry Pack	....	75 85
" Seconds " " "	....	....

CORN AND TOMATOES.

No. 2	$	65 .....
No. 3	....	....

OKRA.

Standard 2s	$	 70
" 3s	....	 90

OKRA AND TOMATOES.

No. 2	$	 65
No. 3	.....	85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	80 .....
1s, 5 "	....	87½ 90
1s, 8 "	....	..... 1 45
2s, 10 "	....	1 60 1 70
1s, Light Weight	....	50 .....
2s, Light Weight	....	....
1s, Lunch Tins	....	....
1s, 6 Ounce Selects	....	....
2s, 12 " "	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 00 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	 85
10 " "	....	..... 1 55
5 oz. Standards, tall cans	....	85 .....
10 " " "	....	1 55 .....
4 oz. No. 1 Cove	....	75 .....
8 " 2 "	....	1 45 .....
No. 1 Light Weights	....	47½ .....
" 2 " "	....	85 .....

PEARS.

Bartlett 2s	$ 75	....
" 3s	..... 1 00	....
Extra Bartlett 2s	....	....
" " 3s	....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "	....	1 10 1 15
" Pie Unpeeled	....	80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 50 1 60
3-lb. " Selected " "	....	1 65 1 75
No. 3 Standard, Yellow, country packed	....	1 40 1 45
" Seconds, Yellow	....	1 10 1 15
" " White	....	1 05 1 10
2-lb. " Peaches	....	80 90
No. 2 Standard, Yellow	....	1 10 1 15
" " White	....	1 10 1 15
Gallons, Pie	....	2 65 2 75
3-lb. Pie	....	75 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	..... 1 10
" Extra Standard, Yellow	....	1 15 1 20
" Seconds, White	....	80 85
" " Yellow	....	85 90
No. 3 Standard, White	....	1 40 1 50
" " Yellow	....	1 45 1 50
" " Extra Yellow	....	1 65 1 75
" Off Standard, Yellow	....	1 30 1 40
" Seconds, White	....	1 10 1 15
" " Yellow	....	1 15 1 25
" In Syrup	....	1 35 1 40
" Pie, Unpeeled	....	85 90
No. 6 " "	....	....
Gallons, Pie, Unpeeled	....	2 75 2 90
" " Peeled	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	75 .....
" " Peeled	....	1 00 .....
Gallon Pies, Unpeeled	....	2 60 .....
" " Peeled	....	....
No. 2 Seconds, White	....	80 .....
" " Yellow	....	85 .....
No. 3 Seconds, White	....	1 05 .....
" " Yellow	....	1 10 .....
No. 2 Standards, White	....	95 .....
" " Yellow	....	1 00 .....
No. 3 Standards, White	....	....
" " Yellow	....	1 45 .....
" Ex. Selected, Yellow	..... 1 60	1 75 .....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted	....	85 1 20
" " " 2ds, labeled Standard	....	55 60
" Soaks	....	40 45
" Seconds	....	....
" Marrowfat, Full Standard	....	75 .....
" " White	....	....
" " Soaks	....	40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	....	75 85
2 " Sifted	....	1 00 1 20
2 " Extra Sifted	....	1 10 1 35
2 " Extra Fine Sifted	....	1 40 1 60
2 " Petit Pois	....	1 75 2 00
2 " Off Standard	....	70 75
2 " Off Sifted	....	85 95
2 " Off Extra Sifted	....	95 1 15
2 " Off Sifted Petit Pois	....	1 40 1 75
2 " Seconds	....	60 70
2 " " Sifted	....	80 85
2 " " Extra Sifted	....	90 1 10
2 Marrowfat	....	75 85
2 " Sifted	....	85 95
2 " Extra Sifted	....	1 10 1 50
2 " Seconds	....	60 75
2 Sweet Extra	....	90 1 00
2 Sweet Petit Pois	....	..... 1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	62½	.....	67½	.....
" Seconds	60	.....	62½	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	42½	.....	45	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	62½	65	67½	70
" Seconds, Labeled Standards	62½	.....	.....	62½
No. 2 Full Standards	.....	.....	50	55
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	47½	.....	.....	.....
" 3 " "	65	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 90	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	1 70	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	1 05	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb.	.....	.....
" flats, 1-lb.	3 25	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb.	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb.	1 70	1 75
" " " flats, 1-lb.	1 80	1 85
" " " " ½-lb.	1 15	.....
" Alaska Red, talls, 1-lb.	1 17½	1 23½
" Medium Red, talls, 1-lb.	1 10	1 12½
" Chums, talls, 1-lb.	.....	.....
" Sockeye, flats, 1-lb.	.....	.....
" " talls, 1-lb.	1 60	1 67½
" " flats, ½-lb.	1 15	1 20
" Alaska Pink, talls, 1-lb.	80	85
" Cohoes, talls, 1-lb.	1 07½	1 10
" Cohoes, flats, 1-lb.	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	67½	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

Drop and Bar	½x½	9x10	8x10
Wire Coil	$ 17½	17	16
Wire Segments	17½	17	16

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H.	13 00 "
No. 2 P. H.	13 50 "
No. 3 P. H.	17 00 "
Gallon P. H.	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 50	29 85	.....	.....
Malacca	29 50	29 85	.....	.....

PIG LEAD.

Omaha	$ 4 80	4 90	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

Send for Catalogue.

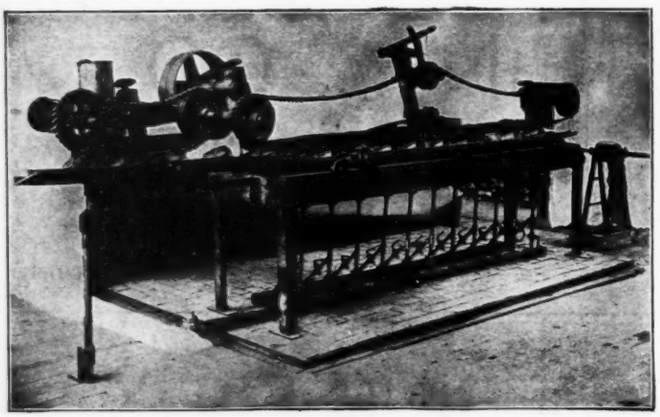
THE CLARK NOVELTY COMPANY,

ROCHESTER, N. Y.

CAN FLOATING MACHINE

With Acid and Cooling Attachment.

The Improved Round Can Floating Machine illustrated below will solder cans up to 6¾ inches in diameter, and has a capacity of 40,000 2-lb. can ends per day. A great number are now in use, doing good work, with a rapidity approached by no other machine.



JOHN R. MITCHELL,

CANNING AND CANMAKING MACHINERY,

Foot of Washington St. BALTIMORE, MD., U. S. A.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

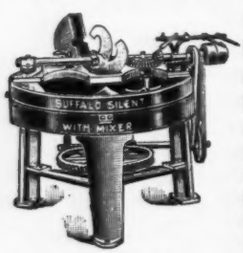
Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Adams Bros. & Co., Philadelphia, Pa.
Wm. Pomerich, Oshkosh, Wis.
Geo. Raemish, Winsor, Wis.
Geo. Schneider, Philadelphia, Pa.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,

BUFFALO, N. Y., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

THE

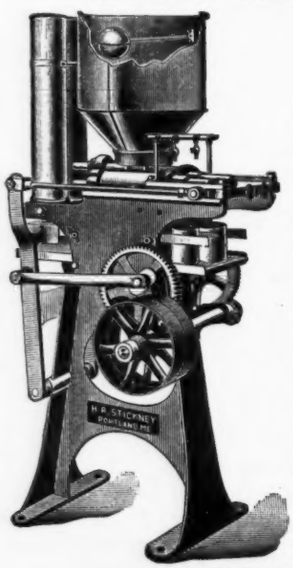
STICKNEY

CONDENSED

MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

SITUATIONS WANTED.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—A thoroughly competent experienced corn processor. Permanent position. Bloomington Canning Co., Bloomington, Ill.

WANTED—Position by a competent, experienced corn and pea processor. Address H. B., care of The Trade.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

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THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

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A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

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Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

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Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

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You are solicited to correspond with us on anything pertaining to the canning line.

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The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

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Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

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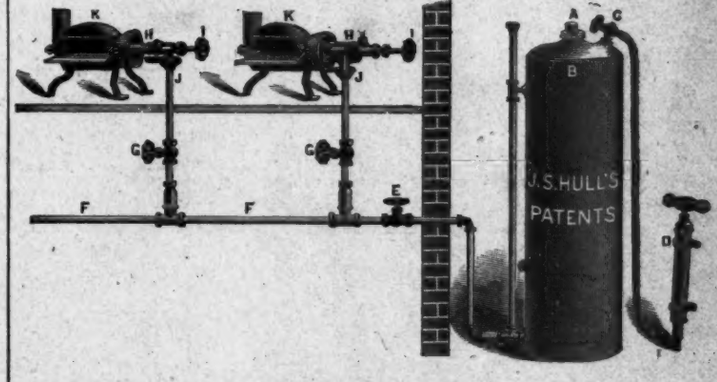

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